

General Services Administration

Federal Supply Schedule for
Translation and Interpretation Services

GS-10F-0231X



Language on Demand provides full service translation, interpretation, and language solutions to leading companies and government agencies.

Contractor: Language on Demand, Inc.

Business Size: Small, Disadvantaged, 8(a) Business

4207 Fox Lake Dr.
Fairfax, VA 22033
Tel: (703) 691-2852
Fax: (703) 691-4299

Contract Administration: Seung H. Rowe
E-mail: Info@visitlod.com

Website: <http://www.visitlod.com>

On-line access to contract ordering information, terms and conditions, up-to-date pricing and the option to create an electronic delivery order is available through GSA Advantage!, a menu-driven database system.

The internet address for GSA Advantage!: <http://www.fss.gsa.gov>

Federal Supply Group: 738
Class: 7382

Contract Number: GS-10F-0231X

Contract Period: 5/4/2011 through 5/3/2016

SIN 382-1, SIN 382 1RC: Translation Services
SIN 382-2, SIN 382 2RC: Interpretation Services

I. COMPANY OVERVIEW

Language on Demand, Inc. (LOD), an 8a company, has been in the business of providing high-quality translators and interpreters to commercial and government clients for the past seven years. The Principal of LOD, Seung Rowe, has served in the Army Reserve as a Combat Engineer and currently holds a Top Secret Clearance and conference rating from the U.S. Department of State, which is the highest rating given to interpreters. LOD specializes in Asian languages, primarily Korean, Chinese, and Japanese, in addition to other languages.

LOD provides language services to help federal and local governments conduct domestic and overseas missions involving language services. LOD employs linguists that possess the optimal combination of native linguistic skill, cultural knowledge, industry certifications, academic credentials, and practical experience in their

respective fields. We not only have experts in each field, but we offer experts with top-notch interpersonal skills to put clients at ease in any situation. More than 85% of our linguists have a Master's degree in translation/interpretation from Monterey Institute and other graduate schools from around the world. In addition, the majority of our language specialists have secret clearance or above with the U.S. Department of State to carry out vital missions for the U.S. government as well as for private sector clients.

Our Premier Team of linguist Offer Technical Excellence

- √ *Focused on 3 languages primarily, Chinese, Korean, and Japanese*
- √ *Real World Technical Experience*
- √ *85% have Master's Degrees in Translation*
- √ *Secret & Top Secret Clearances*

LOD adheres to the ASTM International F2575-06 Standard Guide for Quality Assurance in Translation. ASTM International is one of the largest standards development organizations in the world, known for its best-in-class practices for both standards and delivery. ASTM International's Translation Standards Guide represents an important new standard for the translation industry and its clients.

The following services are offered by Language on Demand, Inc.

■ **Translation Services**

Expert translators conduct written document translation from source language to English and vice versa for subjects ranging from intelligence, technical, military, trade, government, and more.

■ **Interpretation Services**

LOD provides top-quality interpreters with clearance for official government meetings and functions, technical and legal depositions, conferences, seminars, negotiations, and more.

■ **Document Review Services**

We provide experts to assist Federal and local governments during investigation processes for anti-dumping, trade agreement, price fixing, and more.

II. CUSTOMER INFORMATION

- 1a.** Awarded Special Item Numbers:
- 382-1 & SIN 382 1RC: Translation Services
382-2 & SIN 382 RC: Interpretation Services
- 1b.** Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment or any other concession affecting price.
- 2.** Maximum Order: \$1,000,000 per task
- 3.** Minimum Order: \$100
- 4.** Geographic Coverage: Domestic
- 5.** Point of Production: VA, DC, MD and other Domestic areas
- 6.** Discount/Prices: N/A
- 7.** Quantity Discounts: N/A
- 8.** Prompt Payment Terms: Net 30 days
- 9a.** Government Purchase Cards: Up to the micro-purchase threshold: Yes
- 10.** Foreign Items: None
- 11a.** Time of Delivery: Specified on the Task Order
- 11b.** Expedited Delivery: Yes. Please contact contractor
- 11c.** Overnight and 2-day delivery: Yes. Please contact contractor
- 11d.** Urgent Requirement: Yes. Please contact contractor
- 12.** FOB Point: Destination
- 13.** Ordering Address:
Language on Demand, Inc.
4207 Fox Lake Dr.
Fairfax, VA 22033
Phone: (703) 691-2852 Fax: (703) 691-4299
Web: <http://www.visitlod.com>

(CUSTOMER INFORMATION: CONTINUED)

- 14. Payment Address:
Language on Demand, Inc.
4207 Fox Lake Dr.
Fairfax, VA 22033
Tel. (703) 691-2852 Fax. (703) 691-4299
- 15. Warranty Provision: Commercial Standard Warranty
- 16. Export Packaging Charge: N/A
- 17. Terms and conditions of Government purchase card Acceptance: N/A
- 18. Terms and conditions of rental, maintenance & repair: N/A
- 19. Terms and conditions of Installation: N/A
- 20. Terms and conditions of repair parts indicating date of Parts price lists and any discount from list prices: N/A
- 21. List of services and distributions points: N/A
- 22. List of Participating dealers: N/A
- 23. Preventive Maintenance: N/A
- 24. Environmental attributes, e.g. recycled content, energy efficiency, and/or reduced Pollutants: N/A
- 25. Data Universal Numbering System (Duns) Number: 139-892-702
- 26. Notification regarding registration in Central Contractor Registration (CCR) Database: Yes
- 27. Uncompensated Overtime: No

III. SIN 382-1 & SIN 382 1RC: TRANSLATION SERVICES

About two-thirds of our translation projects deal with highly technical documents such as patent, legal and military documents. LOD has a wealth of experience in providing technical document translation for submission to United States Patent and Trademark Office and for use during patent infringement depositions and for government. LOD has done close to 27,000 pages of patent document translations for law firms such as Finnegan, Fish & Richardson, and McDermott, Will, and Emory over the past seven years. As a subcontractor, LOD translated 400 pages of documents on missile defense systems for Raytheon Corporation. LOD also provided document translation services to the Department of Justice for more than 56 extradition cases that required formatting and using camera-ready tools as a sub.

- Document Review
- Document Translation
- Transcription (Open Market Item)
- On-Site translation

IV. SIN 382-2 & SIN 382 2RC: INTERPRETATION SERVICES

LOD provides interpretation services to help federal and local governments conduct domestic and overseas missions involving interpretation services. LOD employs linguists that possess the optimal combination of native linguistic skill, cultural knowledge, industry certifications, academic credentials, and practical experience in their respective fields. We not only have experts in each field, but we offer experts with top-notch interpersonal skills to put clients at ease in any situation. More than 85% of our linguists have a Master's degree in interpretation from Monterey Institute and other graduate schools from around the world. In addition, the majority of our interpreters have secret clearance or above to carry out vital missions for the U.S. government as well as for private sector clients.

- Simultaneous Interpreters
- Consecutive Interpreters
- Court Interpreters
- Escort Interpreters
- Conference Interpretation Equipment Services (Open Market Item)

V. PRICE LIST FOR TRANSLATION & INTERPRETATION

A. Labor/Task Category SIN 382-1 & SIN 382 1RC: Translation Services

From English into or into English	Rate
Korean	\$ 0.27 per word
Chinese	\$ 0.27 per word
Japanese	\$ 0.27 per word

*Expedite service available

*Other languages available (Open Market Item)

B. Labor/Task Category SIN 382-2, SIN 382 2RC: Interpretation Services

From English into or into English	Rate
Korean	\$ 1,289.67/day
Chinese	\$ 1097.23/day
Japanese	\$ 1299.75/day

*Hourly/half day rates available

*Other languages available (Open Market Item)

SCA Eligible Labor Category	SCA Equivalent Code Title	Wage Determination No.
Translator (Korean/Chinese/Japanese)	30110 - Foreign Language Translator	05-2103

The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the cited SCA labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCA matrix. The prices offered are based on the preponderance of where work is performed and should the contractor perform in an area with lower SCA rates, resulting in lower wages being paid, the task order prices will be discounted accordingly.

VI. LABOR CATEGORY DESCRIPTION

Translators

Korean Translator

Primary Responsibilities:

Korean translators must have a language native proficiency and an ability to convert the Korean language into English or vice versa. All of our Korean translators possess the following characteristics:

- Ability to speak and clearly write using concise grammar and punctuation in the Korean and English languages
- Provide written translations of both general and technical materials
- Translates Korean speech into standard dialects
- Writes effectively in both formal and informal exchanges without errors in comprehension or translation.
- Capable of writing materials in a variety of styles to include technical specifications and government documents
- Tailors translation to fit the understanding level of audience

Education: B.A. Degree

Experience: Minimum of 6 years of relevant experience

Certification: American Translator's Association (ATA)

Security Clearance: Personnel with Top Secret & Secret clearances available on request

Chinese Translator

Primary Responsibilities:

Chinese translators must have a language native proficiency and an ability to convert the Chinese language into English or vice versa. All of our Chinese translators possess the following characteristics:

- Ability to translate Mandarin, Cantonese, and Taiwanese
- Ability to speak and clearly write using concise grammar and punctuation in the Japanese and English languages
- Provide written translations of both general and technical materials
- Translates Chinese speech into standard dialects
- Writes effectively in both formal and informal exchanges without errors in comprehension or translation.
- Capable of writing materials in a variety of styles to include technical specifications and government documents
- Tailors translation to fit the understanding level of audience

Education: B.A. Degree

Experience: Minimum of 6 years of relevant experience

Certification: American Translator's Association (ATA)

Security Clearance: Personnel with Top Secret & Secret clearances available on request

Japanese Translator

Primary Responsibilities:

Japanese translators must have a language native proficiency and an ability to convert the Japanese language into English or vice versa. All of our Japanese translators possess the following characteristics:

- Ability to speak and clearly write using concise grammar and punctuation in the Japanese and English languages
- Provide written translations of both general and technical materials
- Translates Japanese speech into standard dialects
- Writes effectively in both formal and informal exchanges without errors in comprehension or translation.
- Capable of writing materials in a variety of styles to include technical specifications and government documents
- Tailors translation to fit the understanding level of audience

Education: B.A. Degree

Experience: Minimum of 6 years of relevant experience

Certification: American Translator's Association (ATA)

Security Clearance: Personnel with Top Secret & Secret clearances available on request

Interpreters

Korean Interpreter

Primary Responsibilities:

Korean interpreters must have a language native proficiency and an ability to convert the Korean language into English or vice versa. All of our Korean interpreters possess the following characteristics:

- Ability to interpret both simultaneously and consecutively
- Ability to capture and convey attitudes and cultural nuances to the listening audience
- Ability to speak in clear and concise grammatically correct statements
- Perform clear and accurate interpretation from English into Korean and from Korean English
- Ability to work under pressure and provide accurate interpretation

Education: B.A. Degree

Experience: Minimum of 6 years of relevant experience

Certification: American Translator's Association (ATA)

Security Clearance: Personnel with Top Secret & Secret clearances available on request

Chinese Interpreter

Primary Responsibilities:

Chinese interpreters must have a language native proficiency and an ability to convert the Chinese language into English or vice versa. All of our Chinese interpreters possess the following characteristics:

- Ability to interpret Mandarin, Cantonese, and Taiwanese
- Ability to interpret both simultaneously and consecutively
- Ability to capture and convey attitudes and cultural nuances to the listening audience
- Ability to speak in clear and concise grammatically correct statements
- Perform clear and accurate interpretation from English into Chinese and from Chinese into English
- Ability to work under pressure and provide accurate interpretation

Education: B.A. Degree

Experience: Minimum of 6 years of relevant experience

Certification: American Translator's Association (ATA)

Security Clearance: Personnel with Top Secret & Secret clearances available on request

Japanese Interpreter

Primary Responsibilities:

Japanese interpreters must have a language native proficiency and an ability to convert the Japanese language into English or vice versa. All of our Japanese interpreters possess the following characteristics:

- Ability to interpret both simultaneously and consecutively
- Ability to capture and convey attitudes and cultural nuances to the listening audience
- Ability to speak in clear and concise grammatically correct statements
- Perform clear and accurate interpretation from English into Japanese and from Japanese into English
- Ability to work under pressure and provide accurate interpretation

Education: B.A. Degree

Experience: Minimum of 6 years of relevant experience

Certification: American Translator's Association (ATA)

Security Clearance: Personnel with Top Secret & Secret clearances available on request